



## Bella Vista Real Estate

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Finding a real estate agent who really knows Bella Vista's communities in addition to the local economy, Benton county schools, and various HOA bylaws is vital to closing your real estate transaction without delay. With our reputation in the Bella Vista community, we possess the knowledge and successful track record you need.

### **WE have the HOUSE, YOU make it HOME**



Our real estate company is based on the old fashioned way of doing real estate-- "relationships" The technology out there today is tremendous. It can be easy to find exactly what you are looking for, but finding the right professional to represent you the way you want, and who knows what is

available in our community, is the big challenge.

As we celebrate our Tenth Anniversary, we are known as the Bella Vista Specialists and are a Virtual Real Estate Company. That means that each of our agents gets a 100% commission. What that means to you, the client, is our agents have the capability to work with you in many innovative ways. They are not locked in to the traditional ways of handling real estate transactions. To help you find the area you want, we have Relocation information we can send you, as well as Buyers Packets and Sellers Packets. All are loaded with ideas to help you, the client. There is no obligation. This material is Free to you. Just leave us your name and address and we will get it on the way to you.

As the broker and owner of Kaufmann Realty, my promise to you is to provide the type of service that almost no longer exists today. With over forty years experience in the real estate business, my commitment is to provide you that "old fashioned service based on relationships".

## First-Time Home Buying

An escrow company is used to assure your home closes on time and the closing process goes smoothly. A home is said to be in escrow when in the closing transaction, funds is secured by a third party on behalf of a buyer and a seller when the transaction is taking place. An easy way to understand what an escrow company does is to compare it to PayPal for online purchases.



This includes securing monies and paperwork, finishing required forms, and getting the release documents for any loans or liens that have been paid with the transaction, assuring you have a clear title to your home before the asking price is fully paid.

## Find My Home's Value



Many guess that the economy is the major factor affecting real estate appreciation. Obviously, there are a handful of issues on a national level that change your property's value: unemployment, interest rates, consumer confidence, and more. However, your property's value and the aspects that play the most significant role in its appreciation depend on the local Bella Vista economy and housing market.

**Location in a community** - Many consumers wish to live in regions with the most accommodating elements for households to develop, like a close proximity to schools and work. So when it comes to holding their value, these communities generally appreciate much more reliably than areas lacking key features.

**Real estate sales trends** - How long are homes up for sale before closing? What was the selling price compared to the listing price? A lot of data can often be obtained from public records, but a good agent with access to the local MLS will often provide a more complete picture.

**Histories of appreciation** - In the past 5-10 years, have house prices gone up or down? Does location or affordability affect how desirable the community is believed to be?

**Local economy** - Is there a fair mix of work in an area, or does it rely on just one industry? Have companies moved into or away from an area? Are local companies hiring? All these play a part.

**For more information please visit <http://www.k-krealty.com>**